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Message Text

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17
ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 XMB-07 TRSE-00 SS-20 NSC-07 H-03

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SUBJECT: WISNIEWSKI VISIT

REF: (A) STATE 40454; (B) STATE 47427

COMMERCE FOR BEWT/LOTARSKI

PASS TO AGRICULTURE AND EXIM

1. MINISTRY OF FOREIGN TRADE EXPRESSED APPRECIATION FOR VICE MINISTER WISNIEWSKI'S PROGRAM, AS REPORTED IN REF B. WISNIEWSKI PLANS TO LEAVE WARSAW MARCH 16 FOR NEW YORK. (DEFINITE ETA AND OTHER FLIGHT INFORMATION NOT YET AVAILABLE). HE PROBABLY WILL REMAIN IN NEW YORK UNTIL MORNING OF MARCH 19, AND ON MARCH 21 OR 22 WILL GO TO CHICAGO FOR MEETINGS BEING ARRANGED BY POLISH SIDE WITH US COMPANIES, INCLUDING INTERNATIONAL HARVESTER AND STANDARD OIL OF INDIANA. ANTICIPATED HE WILL RETURN TO WARSAW MARCH 24.

2. WISNIEWSKI WILL BE ACCOMPANIED BY JERZY STREBSKI, CHIEF, NORTH AMERICAN AND OVERSEAS DIVISION, TRADE POLICY DEPARTMENT III, MFT; AND JERZY CHYLINSKI, VICE
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DIRECTOR, FOREIGN DEPARTMENT, MINISTRY OF FINANCE.

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UNTIL MID-1973, STREBSKI HELD POST OF COMMERCIAL ATTACHE
AT POLISH EMBASSY IN WASHINGTON. CHYLINSKI LED POLISH
TAX DELEGATION IN WASHINGTON ROUND OF NEGOTIATIONS IN
NOVEMBER , 1973; ON WISNIEWSKI TRIP HE IS SUBSTITUING FOR
VICE DIRECTOR EDWARD MATYJA, WHO IS OTHERWISE OCCUPIED.

3. MFT HAS NOT GIVEN US ANY INDICATION WISNIEWSKI PLANS
TO RAISE ANY ISSUES IN ADDITION TO THOSE LISTED IN REF B.
FOLLOWING ARE EMBASSY'S THOUGHTS AND COMMENTS CONCERNING
THESE ISSUES (SEPARATE MESSAGES TO FOLLOW ON BUSINESS
FACILITATION AND JOINT VENTURES):

(A) REVIEW OF POLISH-AMERICAN TRADE. WE ARE PLEASED BY
SUBSTANTIAL IMPROVEMENT SHOWN LAST YEAR IN VALUE OF
TRADE TURNOVER (ESPECIALLY, OF COURSE, BY JUMP IN US
EXPORTS) AND BY QUALITATIVE CHANGE AS WEEL IN US-
POLISH COMMERCIAL RELATIONS, AS WITNESSED BY GROWTH OF
LONG-TERM INDUSTRY-TO-INDUSTRY COOPERATION AGREEMENTS
AND BY ESTABLISHMENT OF COMPANY OFFICES IN POLAND.
POLISH IMPORTS FROM PRACTICALLY ALL DEVELOPED WESTERN
COUNTRIES SOARED IN 1973, RESULTING IN A PUBLISHED
$1.2 BILLION TRADE DEFICIT WITH THESE MARKETS.
ESPECIALLY IN LIGHT OF THIS, GOP HAS BEGUN TO MOUNT
ADDED PRESSURE ON ITS INDUSTRY AND FOREIGN TRADE
APPARATUS TO INCREASE HARD-CURRENCY EXPORTS IN 1974.
WE ASSUME THE US MARKET LOOMS LARGE IN THESE PLANS.
PARTICULARLY FOR THIS REASON, WE HAVE BEEN URGING GOP
TO GET ON WITH THE BUSINESS OF OPENING CHAMBER OFFICE
IN SAN FRANCISCO. (FYI. MFT OFFICIALS HAVE COMMENTED
TO US PRIVATELY THAT THEY ARE CONCERNED FACT THAT
INCREASED PRICES ACCOUNTED FOR 65 PERCENT OF THE GROWTH IN
POLAND'S EXPORTS TO US IN 1973).

(B) TIMING AND AGENDA OF FOURTH SESSION OF JOINT COMMISSION.
FOREIGN TRADE MINISTER OLECHOWSKI TOLD
THE AMBASSADOR RECENTLY THAT, WHILE IN WASHINGTON,
WISNIEWSKI WOULD PROPOSE FORMALLY THAT FOURTH SESSION
BE HELD IN EARLY OR MID-SEPTEMBER (SEE MEMCON OF
DAVIES-OLECHOWSKI MEETING ON 3/4/74). POLES HAVE GIVEN
NO INDICATION OF ANY NEW ITEMS FOR AGENDA.
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(C) LONG-TERM ECONOMIC INDUSTRIAL TECHNOLOGICAL COOPERATION.
ALTHOUGH POLES HAVE NOT BEEN PUSH-
ING, THEIR PERIODIC RAISING OF THIS MATTER INDICATES
TO US THAT GOP CONTINUES TO BEIN INTERESTED IN TAKING
SOME KIND OF STEP -- PROBABLY MORE FOR SYMBOLIC AND
POLITICAL REASONS THAN ECONOMIC/COMMERCIAL -- WHICH
WOULD PUT BLESSING OF USG AND GOP ON EXPANSION OF LONG-

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TERM COMMERCIAL AND TECHNOLOGICAL COOPERATION BETWEEN
INDUSTRIES OF THE TWO COUNTRIES. WHEREVER IT CAN, GOP
IS CONTINUING TO LINE UP GOVERNMENT-TO-GOVERNMENT
AGREEMENTS ALONG THESE LINES WITH ITS WESTERN
EUROPEAN TRADING PARTNERS. REGARDING THE US., POLES
MAY BE COMING TO REALIZATION THAT IT WOULD NOT BE
IN THEIR INTEREST AT THIS TIME TO WORK FOR FORMAL
AGREEMENT REQUIRING CONGRESSIONAL APPROVAL, AND THAT
PURPOSE WOULD BE SERVED BY ISSUANCE OF JOINT STATEMENT
(E.G., DURING A POSSIBLE GIEREK VISIT) SUCH AS THAT
MADE DURING DECEMBER 1973 US VISIT OF CEAUSESCU.

EMBASSY RECOMMENDS THAT CONSIDERATION BE GIVE
TO SUCH A JOINT STATEMENT. ALSO, IN CURRENT DISCUSSION
OF THIS SUBJECT WITH WISNIEWSKI AND OTHER GOP OFFICIALS,
BECAUSE OF PRESENT DELICATE STATE OF GOP'S INTERNAL
CONSIDERATION OF A NEW POLICY ON MIXED-CAPITAL JOINT
VENTURES, WE RECOMMEND THAT WE NOT PRESS FOR WHAT POLES
HAVE DESCRIBED AS THE "JUNCTIM" WHICH US SIDE ATTEMPTED
TO CREATE AT JOINT COMMISSION THIRD SESSION BETWEEN
POLISH JOINT-VENTURE POLICY AND US RECEPTIVITY OT
A LONG-TERM AGREEMENT.

(D) AGRICULTURAL POLICY. MFA OFFICIAL COMMENTED TO
US RECENTLY, MORE IN SORROW THAN ANYTHING ELSE,
THAT IT WAS HOPED US COMMODITY SITUATION WOULD CHANGE
SO THAT BEFORE LONG CCC CREDIT PROGRAM FOR POLAND COULD
BE RENEWED. HE SAID POLAND PLANS TO BUY AT LEAST $200
MILLION IN AGRICULTURAL COMMODITIES IN 1974, AND,
ALTHOUGH THREE-YEAR CREDITS NOW ARE AVAILABLE FROM
OTHER SOURCES, HIGHER INTEREST RATES WILL MEAN
CONSIDERABLE ADDED EXPENSE.

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(E) EXPORT CONTROL MATTERS. TO OUR KNOWLEDGE,
FAIRCHILD SEMICONDUCTOR TECHNOLOGY CASE IS UPPERMOST
AT MOMENT IN THINKING OF GOP IN THIS AREA. AS RESULT
OF EXTENSIVE AND HIGH-LEVEL MEETINGS WHICH UNITRA
GENERAL MANAGER KAMINSKI HAD LAST MONTH INWASHINGTON
(FOR WHICH HE AND EMBASSY ARE MOST GRATEFUL),
KAMINSKI AT LEAST SEEMS RATHER OPTIMISTIC NOW THAT
NECESSARY REVISION CAN BE WORKED OUT IN FAIRCHILD'S
CONTRACT TO PERMIT POSITIVE LICENSING DECISION WITHIN
THE NEXT THREE MONTHS.

4. OTHER ISSUES.

(A) US-POLISH TAX CONVENTION. IF AT ALL POSSIBLE,
EMBASSY SUGGESTS THAT PRESENCE OF FINANCE MINISTRY OFFICIAL

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CHYLINSKI IN WASHINGTON BE UTILIZED TO EXCHANGE FINAL
DRAFTS AND AGREE ON ARRANGEMENT FOR SIGNING CONVENTION
(SEE WARSAW 1259). IT APPEARS TO US THAT IT WOULD BE
MOST EXPEDITIOUS TO HAVE SIGNING TAKE PLACE AT WARSAW.
PLEASE ADVISE SO WE CAN INFORM CHYLINSKI BEFORE HE LEAVES.

(B) US-POLISH ECONOMIC COUNCIL. WISNIEWSKI MIGHT
WELL EXPRESS SOME DISAPPOINTMENT OVER FACT THAT AGREEMENT
REACHED IN NOVEMBER OF LAST YEAR (WARSAW 5944, 11/16/73)
BETWEEN US CHAMBER AND POLISH CHAMBER OF FOREIGN TRADE
HAS NOT YET BEEN SIGNED AND IMPLEMENTED. AT TIME OF
INITIALLING HERE, POLISH CHAMBER UNDERSTOOD AGREEMENT
WOULD BE SIGNED DURNG FIRST PARTY OF 1974, POSSIBLY
DURING VISIT TO WARSAW BY US CHAMBER PRESIDENT RUST.
HOWEVER, SINCE THEN, ACCORDING TO POLES, COMMUNICATIONS
FROM US CHAMBER HAVE BEEN SPARSE AND NOT VERY FORTH-
COMING. US CHAMBER REPORTEDLY ADVISED THAT EUROPEAN
TRIP BY RUST IS NOT EXPECTED ANY TIME SOON, BUT THAT
POLES SHOULD PROCEED AS IF AGREEMENT SIGNED. HOWEVER,
ALTHOUGHPOLISH SIDE CLAIMS TO HAVE WORKED ON SELECTION
OF ITS MEMBERS FOR ECONOMIC COUNCIL, THEY CANNOT
BE APPOINTED FORMALLY UNTIL COUNCIL IS CREATED. ALSO,
POLISH CHAMBER SAYS IT HAS NOT GOTTEN MUCH RESPONST
TO ITS PROPOSALS TO US CHAMBER REGARDING COOPERATION
ON PUBLICATION OF ENGLISH-LANGUAGE BOOKLET FOR US
BUSINESSMEN INTERESTED IN TRADING WITH POLAND, AND FOR
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ASSISTANCE FROM CHAMBER IN ORGANIZING SERIES OF "ROUND-
TABLE DISCUSSIONS" IN THE US ON US-POLISH TRADE,
POSSIBLE TO BE LED BY A VICE MINISTER OF FOREIGN
TRADE AND CHAMBER PRESIDENT KAJZER.

IN LIGHT OF THESE PROBLEMS, WE BELIEVE IT WOULD BE
HELPFUL IF COMMERCE AND DEPARTMENT COULD FACILITATE
MEETING BETWEEN RESPONSIBLE CHAMBER OFFICIAL AND
WISNIEWSKI.

5. WHEN DOES COMMERCE EXPECT TO HAVE COPIES AVAILABLE
OF REPORT ENTITLED, "AMERICAN-POLISH COMMERCIAL
ACCORDS 1972-73"?
DAVIES

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